## **EXHIBIT 54 (PART 1)**



### TomorrowNow Acquisition Monitoring Status Update

December 1, 2006

Thomas Ziemen, SAP AG Andrew Nelson, TomorrowNow

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- 2008 / 2008 / 2009 - 00th total
- Carlist - Carlist - Carlist

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## Thankselment Summary - Tommonow Row - 1 to a session or no session

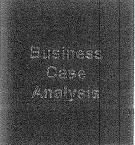


- Offer lower priced 24x7 maintenance alternative to PeopleSoft, JD Edwards, and Siebel customers with 50% savings on current support and maintenance fees
- > Provide those customore with a choice to migrate to SAP (at their own pace)

**Customer View** 

- > Serves as bridge for future SAP license business for (s. aller, not SAP-minded customers)
- Hurt Oracle by taking away maintenance revenue

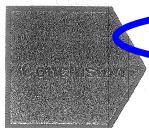
SAP View



- TomorrowNow established as cornerstone of the Safe Passage Program
  - Safe Passage pipeline (264 opportunities currently in process), TomorrowNow pipeline (872 open opportunities), and revenues justify the cost of the acquisition and additional operating expenses
  - Installed base grown to 193 customers with 161 TomorrowNow customer contracts signed in the first ten months of 2006 (106 new contracts and 55 renewals in 2006; 121 signed in 2005 with 75 new deals and 46 renewals)
  - ➤ € 25.7 million reduction of Oracle maintenance revenue in the first ten months of 2006 (€ 36.5 million in total including 2005)
  - > € 6.9 million TomorrowNow stand-alone revenue in the first ten months of 2006 (€ 3.5 million in 2005)



- Field: Another year needed to finalize global alignment with SAP Sales organization
- Marketing: Oracle Disruption Campaign Q3/2006 resulted in high lead success rate for TomorrowNow, i.e. high return on marketing investments
  - > Oracle Turn up the Heat Campaign resulted in 150+ opportunities for TomorrowNow (15 contracts signed)
- F&A: Globalization of business in cooperation with SAP regions is a challenge and was underestimated as such → Need to actively manage regional shared services for TNow

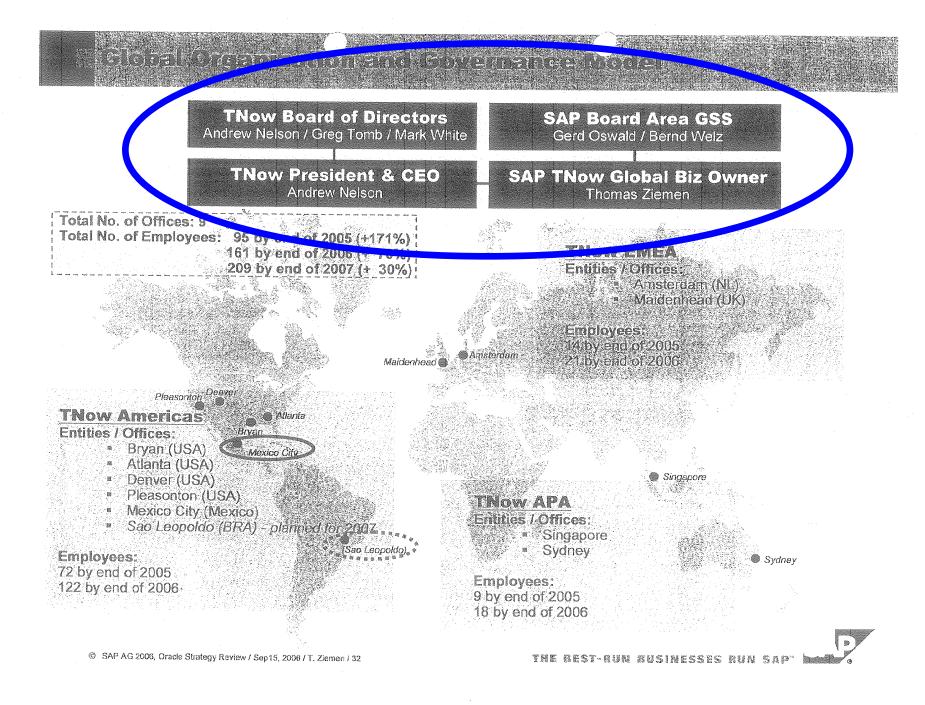


- Tour or control as a strategic investoreor appression as surregict weapon against stradie:
  - Take away maintenance revenue from Oracle
  - Create pre-pipeline of future SAP customers
- Tomorrownow sun operates at a loss in 2006 but Break-even is expected for 2008 after completion of globalization and business scoping in 2007 (in line with board assumption to become a profitable business within 250 years after acquisition).

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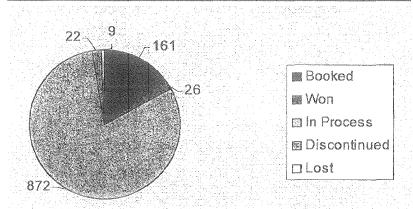
THE BEST-RUM BUSINESSES RUN SAP





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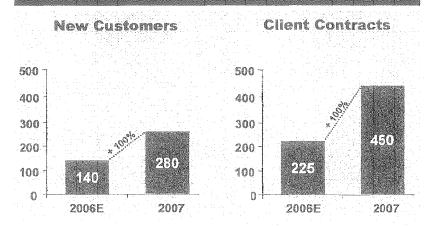
#### Q4/2006 TNow Opportunity Analysis

- In Process TNow Q4/2006 Opportunities: 155
  - New Customer Opportunities: 128
  - Existing Customer Opportunities: 27
  - In Process Opportunities by Product Line: 42 PSFT, 59 JDE OneWorld: 7 JDE World, 8 Siebel, 39 not assigned
  - In Process Opportunities by Region: 113 Americas, 19 APA, 14 EMEA C, 9 EMEA N
- Expected Sales Volume: € 7.7 million ⇒ € 15.4 million lost maintenance for Oracle
- Weighted Sales Volume: € 3.25 million → € 6.5 million lost maintenance for Oracle

#### Annual Loss for Oracle & TNow Revenue 2007

#### TNow Revenue (in €M) **Cumulative Annual** Loss for Oracle (in €M) 90.0 100 25 80 20 47.0 60 15 43.0 23.340 10 20 43.05 0 2006E 2007 2006E 2007

### Number of New Customers & Client Contracts 2007



Status: October 31, 2006

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